

Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

	From Date: 01-Aug-2025 To Date : 10-Aug-2025					
Sales Zone	Expected	Leads	Won	LCE %	LCR %	Category
CHENNAI-01	4,011	1,642	359	40.94%	21.86%	LL
CHENNAI-02	3,658	1,588	415	43.41%	26.13%	LL
KL-SOUTH	228	94	25	41.26%	26.60%	LL
NORTH ARCOT	3,046	1,567	322	51.45%	20.55%	AL
SOUTH ARCOT	2,686	1,033	252	38.46%	24.39%	LL
SOUTH-01	5,639	2,355	553	41.76%	23.48%	LL
SOUTH-03	4,230	1,285	345	30.38%	26.85%	LL
TIRUPATI-01	1,944	1,691	839	86.97%	49.62%	HA
TRICHY-01	4,466	1,820	831	40.75%	45.66%	LA
VIJAYAWADA-01	1,948	2,313	1,494	118.72%	64.59%	HH
WEST-01	3,016	1,154	460	38.26%	39.86%	LA
WEST-02	3,669	2,009	694	54.76%	34.54%	AA
Total	38,542	18,551	6,589	48.13%	35.52%	LA

CHENNAI-01 MTD LCE 40.94% LCR 21.86% LL								
CH03 42 x 24 LL	CGL1 69 x 36 HA	CH45 28 x 22 LL	GUD1 43 x 26 LL	GUD2 22 x 35 LA	MC10 46 x 22 LL	MRM1 57 x 19 AL	SKL1 11 x 0 LL	TKM1 62 x 17 HL
CH05 55 x 19 AL	AVD1 36 x 16 LL	CH05 40 x 24 LL	CH14 92 x 19 HL	CH26 5 x 33 LA	CH30 49 x 16 LL	CH35 71 x 20 HL	CH37 30 x 10 LL	
CH06 37 x 26 LL	CH08 69 x 13 HL	CH11 18 x 66 LH	CH16 28 x 50 LA	CH19 23 x 45 LA	CH29 18 x 11 LL	CH39 96 x 16 HL	CH40 19 x 23 LL	CH42 18 x 11 LL
CH08 31 x 17 LL	CH07 32 x 28 LL	CH22 58 x 13 AL	CH28 49 x 15 LL	CH38 18 x 29 LL	CH48 0 x NaN LL	KNR1 31 x 14 LL	MC02 0 x NaN LL	MC09 56 x 5 AL

Region		CHENNAI-02 MTD LCE 43.41% LCR 26.13% LL							
CH01 33 x 27 LL	CH03 5 x 65 LH	CH12 60 x 23 AL	CH23 24 x 21 LL	CH24 55 x 24 AL	CH41 66 x 29 HL	MC06 26 x 22 LL	MC08 0 x NaN LL		
CH04 54 x 28 AL	CH21 61 x 23 HL	CH34 55 x 21 AL	CH44 60 x 15 AL	GPD1 60 x 30 AA	MC05 83 x 10 HL	MJR1 34 x 31 LA	PON1 67 x 53 HH	UKI1 41 x 53 LH	
CH07 47 x 24 LL	CH01 93 x 100 HH	CH15 62 x 15 HL	CH17 18 x 92 LH	CH18 53 x 23 AL	CH27 6 x 100 LH	CH32 20 x 100 LH	CH36 7 x 75 LH	CH43 56 x 23 AL	
CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA			

CH01 33 x 27 LL	CH03 5 x 65 LH	CH12 60 x 23 AL	CH23 24 x 21 LL	CH24 55 x 24 AL	CH41 66 x 29 HL	MC06 26 x 22 LL	MC08 0 x NaN LL	
CH04 54 x 28 AL	CH21 61 x 23 HL	CH34 55 x 21 AL	CH44 60 x 15 AL	GPD1 60 x 30 AA	MC05 83 x 10 HL	MJR1 34 x 31 LA	PON1 67 x 53 HH	UKI1 41 x 53 LH
CH07 47 x 24 LL	CH01 93 x 100 HH	CH15 62 x 15 HL	CH17 18 x 92 LH	CH18 53 x 23 AL	CH27 6 x 100 LH	CH32 20 x 100 LH	CH36 7 x 75 LH	CH43 56 x 23 AL
CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA		
Region KL-SOUTH MTD LCE 41.26% LCR 26.60% LL								
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL	TVP1 35 x 23 LL				

LL	LH	AL	LL	AL	HL	LL	LL		
CH04 54 x 28 AL	CH21 61 x 23 HL	CH34 55 x 21 AL	CH44 60 x 15 AL	GPD1 60 x 30 AA	MC05 83 x 10 HL	MJR1 34 x 31 LA	PON1 67 x 53 HH	UKI1 41 x 53 LH	
CH07 47 x 24 LL	CH01 93 x 100 HH	CH15 62 x 15 HL	CH17 18 x 92 LH	CH18 53 x 23 AL	CH27 6 x 100 LH	CH32 20 x 100 LH	CH36 7 x 75 LH	CH43 56 x 23 AL	
CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA			
Region KL-SOUTH MTD LCE 41.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL	TVP1 35 x 23 LL					
Region NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

CH04 54 x 28 AL	CH21 61 x 23 HL	CH34 55 x 21 AL	CH44 60 x 15 AL	GPD1 60 x 30 AA	MC05 83 x 10 HL	MJR1 34 x 31 LA	PON1 67 x 53 HH	UKI1 41 x 53 LH	
CH07 47 x 24 LL	CH01 93 x 100 HH	CH15 62 x 15 HL	CH17 18 x 92 LH	CH18 53 x 23 AL	CH27 6 x 100 LH	CH32 20 x 100 LH	CH36 7 x 75 LH	CH43 56 x 23 AL	
CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA			
Region	KL-SOUTH MTD LCE 41.26% LCR 26.60% LL								
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL	TVP1 35 x 23 LL					
Region	NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL								
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

CH04 34 x 28 AL	CH01 31 x 23 HL	CH03 33 x 21 AL	CH05 30 x 13 AL	CH08 30 x 30 AA	CH10 33 x 10 HL	CH24 34 x 31 LA	CH28 37 x 33 HH	CH30 41 x 33 LH	
CH07 47 x 24 LL	CH01 93 x 100 HH	CH15 62 x 15 HL	CH17 18 x 92 LH	CH18 53 x 23 AL	CH27 6 x 100 LH	CH32 20 x 100 LH	CH36 7 x 75 LH	CH43 56 x 23 AL	
CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA			
Region KL-SOUTH MTD LCE 41.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL	TVP1 35 x 23 LL					
Region NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

CH07 47 x 24 LL	CH01 93 x 100 HH	CH15 62 x 15 HL	CH17 18 x 92 LH	CH18 53 x 23 AL	CH27 6 x 100 LH	CH32 20 x 100 LH	CH36 7 x 75 LH	CH43 56 x 23 AL	
CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA			
Region KL-SOUTH MTD LCE 41.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL	TVP1 35 x 23 LL					
Region NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA			
Region KL-SOUTH MTD LCE 41.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL	TVP1 35 x 23 LL					
Region NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

CH09 33 x 24 LL	CH06 42 x 11 LL	CH09 14 x 27 LL	CH20 64 x 22 HL	CH31 6 x 75 LH	CH33 3 x 100 LH	CH46 64 x 31 HA			
Region KL-SOUTH MTD LCE 41.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL	TVP1 35 x 23 LL					
Region NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

33 x 24 LL	CHS1 42 x 11 LL	CHS2 14 x 27 LL	CHS3 64 x 22 HL	CHS4 6 x 75 LH	CHS5 3 x 100 LH	CHS6 64 x 31 HA			
Region KL-SOUTH MTD LCE 41.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA			PLD1 NaN x NaN LL	TVP1 35 x 23 LL			
Region NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

KL-SOUTH MTD LCE 41.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL	PAS1 55 x 32 AA	PLD1 NaN x NaN LL				TVP1 35 x 23 LL		
NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

KL-SOUTH MTD LCE 51.26% LCR 26.60% LL									
TVP1 41 x 27 LL	KOM1 NaN x NaN LL		PAS1 55 x 32 AA		PLD1 NaN x NaN LL		TVP1 35 x 23 LL		
NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

LL	LL	AA	LL	LL					
Region NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL									
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

Region									NORTH ARCOT MTD LCE 51.45% LCR 20.55% AL					
NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL						
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL						
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL					

NA01 73 x 19 HL	AKM1 77 x 10 HL	ANI1 48 x 18 LL	ARC2 9 x 38 LA	CYR1 38 x 19 LL	KPM1 86 x 20 HL	KPM2 82 x 30 HA	WJD1 79 x 14 HL	WJP1 120 x 12 HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

NA01 35 x 15 HL	HL	LL	LA	LL	HL	HA	HL	HL	
NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

NA02 39 x 22 LL	ABR1 23 x 29 LL	CGM1 22 x 32 LA	GDM1 30 x 18 LL	PLR1 40 x 38 LA	TRR1 14 x 27 LL	VEL1 60 x 43 AA	VEL2 73 x 8 HL	VNB1 52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

39 x 22 LL	23 x 29 LL	22 x 32 LA	30 x 18 LL	40 x 38 LA	14 x 27 LL	60 x 43 AA	73 x 8 HL	52 x 8 AL	
NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL

NA03 44 x 21 LL	BGR1 61 x 21 HL	CPT1 53 x 3 AL	PTU1 50 x 54 AH	SBR1 20 x 32 LA	SLG1 46 x 15 LL	TRL1 15 x 46 LA	TRT1 82 x 13 HL	UGI1 93 x 24 HL	VSI1 31 x 22 LL
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44 x 21 LL	61 x 21 HL	53 x 3 AL	50 x 54 AH	20 x 32 LA	46 x 15 LL	15 x 46 LA	82 x 13 HL	93 x 24 HL	31 x 22 LL
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Region	SOUTH ARCO	MTD	LCE 38.46%	LCR 24.39%	LL
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Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

SA01 54 x 26 AL	CUD1 71 x 19 HL		KLM1 57 x 14 AL		MKM1 49 x 13 LL		POY1 27 x 44 LA		POY2 59 x 52 AH	
SA02 25 x 23 LL	CDM1 36 x 26 LL	KKI2 70 x 21 HL	KML1 5 x 40 LA	NVL2 13 x 25 LL	PRT1 4 x 33 LA	STP1 6 x 20 LL	ULP1 8 x 21 LL	VCM1 14 x 14 LL		
SA03 41 x 24 LL	SJI1 27 x 15 LL	TDM1 44 x 15 LL		TRK1 72 x 36 HA	TVM1 27 x 21 LL		TVM2 34 x 7 LL		VPM1 53 x 6 AL	VPM2 10 x 20 LL

SOUTH-01 MTD | LCE 41.76% | LCR 23.48% | LL

KVT1 39 x 12 LL	KVT1 29 x 10 LL	KYR1 13 x 6 LL	PKD1 61 x 15 HL	RND1 60 x 16 AL	SKD1 0 x NaN LL	SNL1 47 x 15 LL	STU2 50 x 8 LL	VKM1 76 x 9 HL
NGR1 15 x 22 LL	COL1 24 x 0 LL	KGL1 37 x 4 LL	KSM1 18 x 9 LL	MAR1 14 x 40 LA	MMT1 23 x 11 LL	NGR1 5 x 82 LH	TKY1 11 x 18 LL	
TKS1 32 x 20 LL	PDI1 22 x 14 LL	RPM1 7 x 23 LL	SDI1 54 x 37 AA	SGT1 89 x 7 HL	TKS1 50 x 17 AL	TKS2 18 x 29 LL		
TUT1 55 x 21 AL	ERL1 98 x 44 HA	TCN1 66 x 11 HL	TUT1 62 x 18 HL	TUT2 21 x 9 LL	TYI1 28 x 25 LL	UDN1 94 x 40 HA		
TVL1 33 x 41 LA	ARM1 49 x 40 LA	ASM1 29 x 52 LH	TVL1 32 x 46 LA	TVL2 33 x 45 LA	VLY1 35 x 21 LL			
VNR1 78 x 28 HL	APK1 53 x 22 AL	SVK1 78 x 20 HL	VNR1 88 x 21 HL	VNR2 89 x 38 HA				

SOUTH-03 MTD | LCE 30.38% | LCR 26.85% | LL

DGL1 12 x 50 LA	DGL1 2 x 100 LH		DGL2 1 x 100 LH		MDU1 6 x 100 LH		MDU5 22 x 46 LA		MPA1 0 x NaN LL		NTM1 39 x 33 LA		PNI1 74 x 29 HL							
KKD2 18 x 20 LL	ATG1 4 x 40 LA		DKI1 59 x 8 AL		KKD2 2 x 100 LH		MNM1 14 x 62 LH		PNV1 27 x 19 LL		PVI1 50 x 16 LL		SGP1 3 x 100 LH		TDI1 2 x 0 LL		TPT1 4 x 80 LH			
KRR1 9 x 100 LH	KRR1 15 x 100 LH								ODM1 1 x 100 LH											
MDU2 40 x 24 LL	ADP1 49 x 22 LL		BNR1 87 x 15 HL		CBM1 32 x 11 LL		CMR1 68 x 78 HH		MDU2 25 x 22 LL		MDU3 1 x 100 LH		MDU4 27 x 41 LA		MDU6 52 x 18 AL		TEN1 39 x 22 LL		TEN2 40 x 0 LL	
SVG1 59 x 24 AL	BTU1 122 x 34 HA		KPT1 18 x 13 LL		MLR1 6 x 67 LH		NKI1 58 x 9 AL		PKM1 55 x 40 AA		SVG1 40 x 12 LL		TMM1 78 x 8 HL		USL1 123 x 48 HA					

TIRUPATI-01 MTD | LCE 86.97% | LCR 49.62% | HA

ATP1 91 x 62 HH	ADI1 98 x 16 HL	ATP1 25 x 52 LH	DHN1 133 x 68 HH	GTL1 191 x 90 HH	KNL1 119 x 66 HH	KNL2 98 x 87 HH	NDL1 93 x 12 HL	TPI1 248 x 80 HH			
KDA1 56 x 46 AA	BVL1 34 x 25 LL	KDA1 58 x 50 AA	KOU1 43 x 25 LL	MPL1 33 x 73 LH	PDT1 102 x 70 HH	PIL1 45 x 48 LA	RCY1 76 x 39 HA	RJP1 73 x 22 HL			
TPY1 100 x 42 HA	CTO1 71 x 33 HA	KHT1 95 x 42 HA	NLR1 174 x 58 HH	NYP1 129 x 68 HH	PGR1 132 x 57 HH	PMR1 92 x 39 HA	PUT1 74 x 19 HL	SPE1 149 x 58 HH	TPY1 92 x 33 HA	TPY2 84 x 25 HL	VKI1 130 x 45 HA

TRICHY-01 MTD | LCE 40.75% | LCR 45.66% | LA

KUM1 53 x 41 AA	JKM1 23 x 71 LH	KUM1 79 x 33 HA	MVM1 98 x 34 HA	NCK1 38 x 88 LH	TVR1 13 x 79 LH	TVR2 8 x 71 LH	
PTK1 32 x 29 LL	APM1 78 x 18 HL	MDI1 14 x 96 LH	NGT1 26 x 23 LL	NMM1 83 x 17 HL	PTK1 3 x 100 LH	TTP1 28 x 30 LA	
TNJ1 37 x 78 LH	AYR1 30 x 100 LH	KIK1 22 x 50 LA	KRN1 25 x 88 LH	ORU1 22 x 50 LA	PDK1 142 x 67 HH	TNJ1 24 x 94 LH	TNJ2 33 x 92 LH



Follow-Up Leads Expected = 0.67 * Unique Invoiced Customers for the day
Leads Capture Efficiency (LCE) = Follow-Up Leads / Follow-Up Leads Expected ; Leads Conversion Rate (LCR) = (Follow-Up Leads Won) / (Follow-Up Leads)

TRY1 38 x 34 LA	MSI1 12 x 93 LH	PBR1 7 x 50 LA	PBR2 66 x 23 HL	TRY1 32 x 42 LA	TRY2 80 x 26 HL	TRY3 31 x 78 LH	TYR1 35 x 10 LL	
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Region VIJAYAWADA-01 MTD | LCE 118.72% | LCR 64.59% | HH

BVR1 143 x 65 HH	AMP1 120 x 52 HH	BVR1 102 x 47 HA	DPE1 129 x 77 HH	ELU1 158 x 57 HH	JGG1 216 x 76 HH	KND1 107 x 90 HH	PAP1 158 x 68 HH	PPM1 174 x 61 HH	RMV1 231 x 85 HH	TDD1 109 x 57 HH	TNK1 126 x 51 HH	
GNT1 118 x 67 HH	BPP1 83 x 49 HA	CKT1 176 x 87 HH	CRL1 116 x 82 HH	GNT1 85 x 65 HH	GNT2 144 x 82 HH	KDR1 178 x 77 HH	NRT1 64 x 44 HA	OGL1 220 x 84 HH	PNR1 115 x 27 HL	PRL1 92 x 59 HH	RAL1 83 x 11 HL	VKN1 66 x 29 HL
VJW1 99 x 62 HH	GDV1 142 x 73 HH	GVM1 97 x 65 HH	JPT1 72 x 58 HH	MTM1 101 x 49 HA	TEL1 94 x 54 HH	TVU1 90 x 47 HA	VJW1 68 x 88 HH	VJW2 94 x 60 HH	VJW3 120 x 46 HA	VJW4 79 x 52 HH	VJW5 118 x 89 HH	VUY1 130 x 72 HH

Region WEST-01 MTD | LCE 38.26% | LCR 39.86% | LA

CBE1 26 x 64 LH	CBE1 68 x 52 HH	CBE2 7 x 96 LH	CBE3 8 x 100 LH	CBE4 23 x 86 LH	CBE6 43 x 83 LH	KMR1 22 x 82 LH	SNR1 25 x 42 LA	SUL1 59 x 16 AL		
PLI1 23 x 21 LL	DPM2 22 x 17 LL		KGM1 36 x 4 LL		PDM1 36 x 14 LL		PLI1 12 x 25 LL		UMP1 24 x 56 LH	
TPR1 55 x 39 AA	TPR1 90 x 12 HL			TPR2 4 x 50 LA			TPR3 87 x 80 HH			
TPR4 79 x 38 HA	ANR1 55 x 26 AL		AVI1 82 x 82 HH		GBM1 87 x 29 HL		PPI1 113 x 26 HL		SYM2 82 x 19 HL	TPR4 33 x 48 LA
UAM1 33 x 15 LL	CNR1 9 x 33 LA		GDR1 19 x 8 LL		KGI1 54 x 0 AL		KMD1 0 x NaN LL		MPM1 76 x 15 HL	UAM1 27 x 29 LL

Region WEST-02 MTD | LCE 54.76% | LCR 34.54% | AA

ERD1 72 x 35 HA	CMI1 62 x 24 HL	ERD1 97 x 41 HA	ERD2 22 x 62 LH	KMM1 57 x 34 AA	NKL2 76 x 28 HL	PDR1 69 x 21 HL	RSP1 63 x 26 HL	SGG1 82 x 22 HL	TCG1 92 x 42 HA	VKL1 144 x 49 HA						
HSR1 38 x 27 LL	HSR1 49 x 46 LA		HSR2 61 x 13 HL		KRI1 32 x 54 LH		KVP1 0 x NaN LL		PLC1 24 x 18 LL		PMP1 24 x 41 LA		SGI1 53 x 7 AL			
MTR1 53 x 31 AA	BMD1 17 x 11 LL		DPR1 10 x 62 LH		DPR2 80 x 31 HA		HRR1 108 x 81 HH		MCR1 63 x 10 HL		MTR1 33 x 5 LL		OML1 64 x 9 HL		TRM1 48 x 11 LL	
SLM1 53 x 41 AA	APN1 85 x 34 HA		ATU1 73 x 17 HL		EDP1 11 x 22 LL		EPI1 16 x 18 LL		SLM1 71 x 79 HH		SLM2 30 x 48 LA		SLM3 38 x 14 LL		VPD1 69 x 27 HL	